

Mufada

#215

- NON ESI/GSI/ T4H/MATD
- ESI/GSI/ T4H/MATD
- Interest Debt
- Internal Distribution
- With costs for GC canceled
- Bad Debt
- Nudge Deductions
- Miscellaneous
- MO Bonus
- Busy / Weak Adjustment
- New Formula
- Exclude Marketing/Salary /Certification
- Trainer Cost

Filter used
With New Formula:

NRD as pm collective

Sales Manager

| MANAGER | MAR-2021 | FEB-2021 | JAN-2021 | DEC-2020 | NOV-2020 | OCT-2020 | SEP-2020 |
|------------------|------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Aditya Girish | 13,60,007 | 1,34,69,474 | 2,04,12,561 | 2,11,81,767 | 1,42,23,378 | 1,68,24,598 | 1,84,78,504 |
| Subodh Chaudhary | -34,37,549 | 1,98,98,256 | 2,55,56,557 | 2,26,46,407 | 1,96,22,616 | 3,17,00,597 | 2,04,60,605 |

Without New Formula:

Sales Manager

| MANAGER | MAR-2021 | FEB-2021 | JAN-2021 | DEC-2020 | NOV-2020 | OCT-2020 | SEP-2020 |
|------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Aditya Girish | 2,10,95,762 | 2,68,75,515 | 2,02,97,027 | 2,27,88,783 | 1,93,58,793 | 1,79,64,489 | 1,63,57,238 |
| Subodh Chaudhary | 3,77,59,026 | 2,64,81,957 | 2,65,14,528 | 3,50,76,955 | 2,91,30,947 | 2,37,33,628 | 2,41,00,545 |

W/o should be less than with
but ABC can check & compare
this data

With New Formula:

Managers

| MANAGER | MAR-2021 | FEB-2021 | JAN-2021 | DEC-2020 | NOV-2020 | OCT-2020 | SEP-2020 |
|------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Dan | -5,53,777 | 13,75,792 | 21,43,196 | 57,52,330 | 49,19,488 | 77,21,026 | 35,63,255 |
| Jessica | 29,28,775 | 10,94,571 | 25,86,980 | 12,00,044 | 41,53,566 | 21,39,490 | 45,44,861 |
| Pam | -5,64,418 | 37,95,202 | 70,11,814 | 52,21,754 | 17,35,522 | 54,22,897 | 33,41,482 |
| Piyush Bhadouria | 16,364 | 4,07,705 | -6,89,764 | 6,32,995 | -1,52,839 | -2,00,781 | -30,438 |
| Simone | 1,13,492 | 29,40,598 | 47,45,494 | 72,38,365 | 62,69,762 | 26,16,304 | 24,63,341 |
| Steve | -6,07,175 | 51,31,289 | 62,80,723 | 61,12,638 | 18,21,318 | 62,25,581 | 70,69,401 |
| Tanvi Sharma | 0 | -9,409 | 6,136 | -192 | 439 | 451 | 16,437 |

Without New Formula:

Managers

| MANAGER | MAR-2021 | FEB-2021 | JAN-2021 | DEC-2020 | NOV-2020 | OCT-2020 | SEP-2020 |
|------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Dan | 62,59,231 | 64,48,199 | 65,44,361 | 38,85,617 | 35,47,523 | 37,42,376 | 28,05,890 |
| Jessica | 11,88,067 | 21,12,621 | 15,28,686 | 49,22,107 | 19,31,636 | 22,42,286 | 23,41,621 |
| Pam | 61,95,502 | 76,31,165 | 49,51,891 | 51,37,087 | 41,10,321 | 47,80,931 | 43,33,574 |
| Piyush Bhadouria | 16,51,499 | 19,62,043 | 12,52,369 | 11,89,649 | 3,53,181 | 1,47,501 | 7,59,666 |
| Simone | 41,91,313 | 59,04,683 | 58,63,807 | 58,36,408 | 44,10,058 | 39,62,723 | 42,94,033 |
| Steve | 61,82,185 | 78,03,373 | 66,74,422 | 47,33,909 | 66,58,321 | 51,18,887 | 51,06,894 |
| Tanvi Sharma | 0 | -8,401 | 6,136 | -192 | 439 | 451 | 16,437 |

should not be more with new formula.

also stated no difference for Delivery Manager.

Mufada can drive the methodology used for calc